

64th YEAR

## REAL ESTATE AND BUILDING NEWS

Decidedly Better Feeling and Healthful Undertone Characterize the Market.

## REAL INVESTORS ARE BUYERS

Men Who Need the Goods and Have Money Are on Market.

From all appearances there is a better feeling in the real estate market than there has been for at least three months past, not that any vast amount of selling and buying has been going on, but that more has been going on than in recent weeks, and that there is more varied inquiry, and money seems more plentiful and easier to get.

A member of one of the leading real estate firms said yesterday: "Yes, indeed, there is a much better feeling and a very strong and hopeful undertone. More people are buying and still more are threatening to buy, and the people who are buying are taking what they need and what they can pay for, and they are not complaining much about prices when they find what they need, for well they know the value of property in and about this city, and when it is proposed to do something, it is not far off attempt to beat down the figure. Prices remain good, money is plentiful enough for all practical purposes, and I consider the outlook as well as present conditions very good." Other agents interviewed took the same position and corroborated this view of the present situation.

## SALES AND SIGNS AND

**EVIDENCE OF SALES**  
In the Chancery Court of the city of Richmond, 206 deeds were admitted to record for the month of May from the 1st up to Friday the 15th, inclusive, for the same period 134 were recorded in the Henrico County Court of the same date. This shows a decrease in small properties almost altogether, no really large transactions being evidenced by the taxation figures reflected on the papers.

All of the agents seemed more cheerful yesterday, and very nearly all of them had some sales to show for their cheerfulness, but in the main they were small transactions. One agent was cheerful because he was extending his trade territory, having during the week made a sale of some desirable ready-to-build in the town of Wytheville, away down yonder towards the Tennessee line.

J. Thompson Brown & Co. made a sale of some acreage property on the Mechanicsville Road near Farmington, 4000 feet above sea level, five acres. The property had belonged to the Davy estate. The new owner, Mr. Lynch, expects to subdivide and improve the property and in due course of time have some lots to sell.

Gilberton's Snelska sold a batch of Broad Street dirt west of the Boulevard for which they took \$15,000. They made some other deals in the Benevolent Plan that made their total net sum up to nearly \$30,000. Dugay & Bailey sold a block in Scott's Addition to Mrs. Alice S. Hatchell for \$15,000.

Chewning & Boxley have sold within the last two or three weeks about \$25,000 of city property, scattered from the Boulevard to Church Hill, but mostly in the West End. It consisted entirely of small residential properties.

## THE SUBURBS SHOWING

## SIGNS OF MORE ACTIVITY

There has been some activity in suburban property, and if there is not shortly a good deal more it will not be because the agents are hustling for it.

John C. Anderson & Co., Inc., the real estate agents, who make specialities of subdivisions and other suburban real estate, announced the opening of a grand sales day of the beautiful Brightwood lot on Saturday, May 24, from the 10 to 5:30 P.M., and on Monday and Tuesday evenings following. At same hour, Anderson & Co.'s opening gates are well attended, for they make them attractive, and usually result in many sales of lots. They have made arrangements to serve refreshments and have music. This, together with tree stumps to carry those who wish to attend, will get a large audience, whether they go to buy or not.

The Brightwood lot property is located on the Broadland Park bounded, close to beautiful Glazier Park. Streets No. 20, 21, 22 and 23 of the Glazier Park line are on the Brightwood property, only fifteen minutes' time being required to put one in the very heart of the city.

This concern reports already a number of sales made in advance of their opening days, some being out-of-town parties.

## AN OLD FIRM BECOMES NEW IN NAME

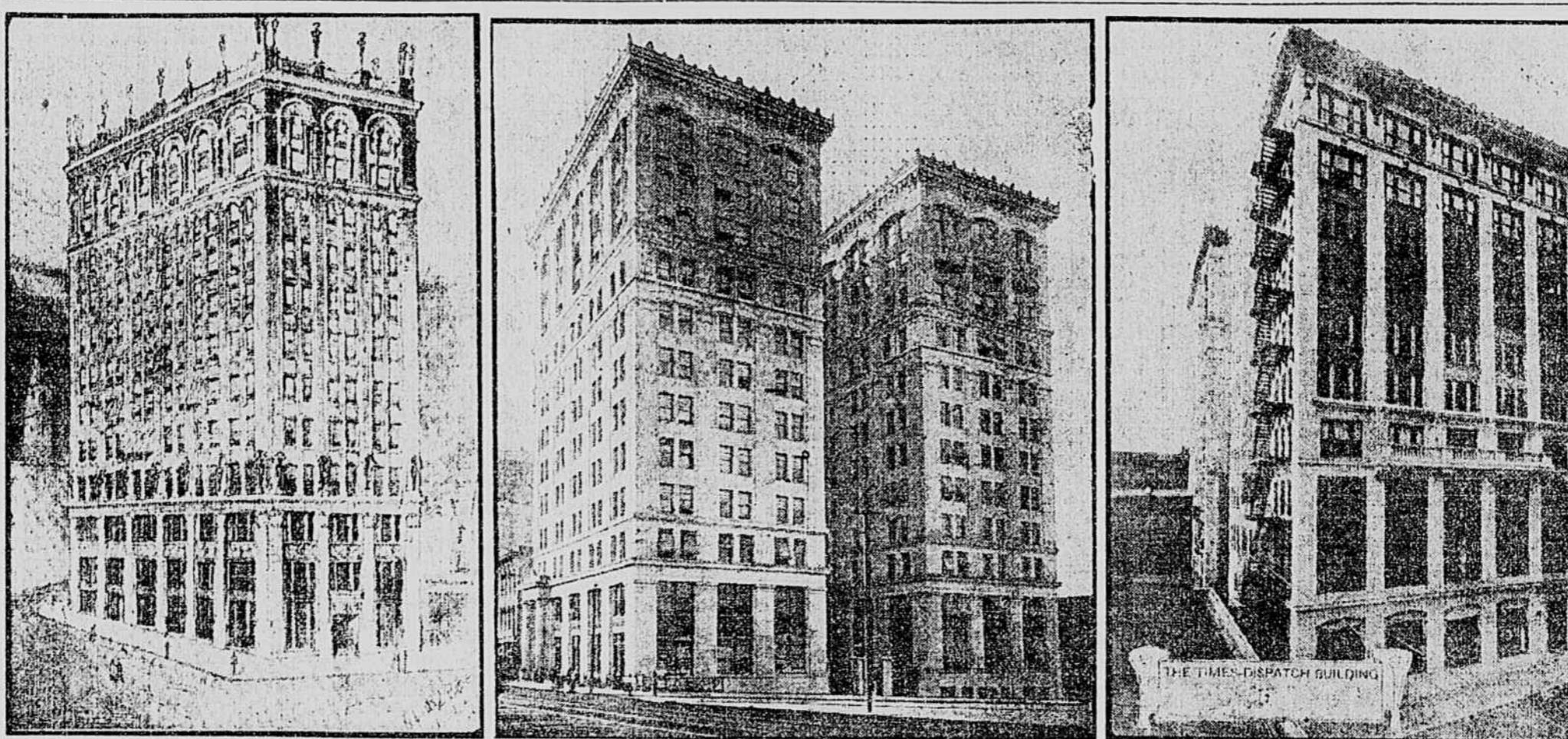
The old real estate firm of A. J. Chewning Company has undergone a change in name. That popular young gentleman, Frank Mansfield Boxley, has been admitted, and the firm name is now, and will forever be, Chewning & Boxley.

Mr. Boxley is not a new hand at the business. For about fourteen years he has been identified with the same concern as the late Mr. and Mrs. Boxley, and as such he has actively and ably assisted Mr. Chewning in the general management of the business. Before coming to this city to engage in the real estate business, Mr. Boxley was prominently connected with the railway contracting firm of Carpenter & Boxley Bros. He is from Old Louisia, being a son of Dr. James Garland Bogley, of that country, and a good business man he is.

## GREENSBORO'S BIG MILLS.

**Revolution Cotton Mills to Make \$1,000,000 Addition to Plant.**

Greensboro, N. C., May 16.—The Revolution Cotton Mills, of this city, will soon have plans and specifications for constructing a one-story 44x120-foot carding and spinning mill, a three-story 32x120-foot finishing and spinning department, and several smaller houses for storing cotton. These buildings are for the company's \$1,000,000 additional plant. About 40,000 spindles, 1,100 looms, 150 cards, etc., will be installed in the new structures, and 700 operatives will be required. At present the company has 30,000 spindles, 568 looms, 500 operatives, etc., cotton gins being its production.



Small Cities Under One Roof in Richmond Skyscrapers

VA. RAILWAY AND POWER CO. BUILDING

MUTUAL ASSURANCE SOCIETY BUILDING

THE TIMES-DISPATCH BUILDING

## DEMONSTRATION WORK IN BOTETOURT COUNTY

**TIERS of the Soil Gready Interested, and Ask Many Searching Questions.**

## COUNTY OF MANY CANNORIES

**Co-operative Work of Clubs Knocking Out the Middleman—Much Inquiry as to Atlanta—Growing Interest.**

C. H. Bieley, the county demonstration agent of Botetourt County, writes of his work and his county as follows:

The first tier of tiers are taking hold of the demonstration clubs. They are coming to a realization of the fact that the experiment station and the Department of Agriculture are constantly placing at our disposal new trials which can be successfully adapted to the practices of the farm.

We have to start with a soil far above the average in Virginia. Corn has been reported to make such rank luxuriant growth in some cases that the brilliant gleams of lightning bugs were plainly seen at midday, while alfalfa has grown so rapidly that peculiar crackling sounds were heard on approaching the field. I do not vouch for these statements, but believe if it is possible anywhere it is possible in Botetourt.

Our farmers are not particularly interested in hearing about thorough cultivation of corn, the dust mulch, etc. They have followed the best methods for years in that respect.

They rather want to know something about improved seed, winter cover crops, lime, and always one is asked about alfalfa. With over 1,000 acres growing, it seems that every farmer who meets who does not grow alfalfa expects to do so in the near future.

## INQUIRIES FROM FARMERS ASK MANY SEARCHING QUESTIONS

Special interest has been taken in the subject of commercial fertilizers over one hundred farmers and boys are buying chemicals and mixing their own fertilizers this year. They are asking for the most plant feed for say of the past. Much interest is also being taken in the subject of lime. While ours is a limestone soil and in many cases seems to be supplied with enough of this material for ordinary crops, in most cases we find that the use of lime will help us to grow better clover and alfalfa. Some twenty ears of time, both lime and raw, will be used in the county this year.

We had several hundred acres of winter cover crops sowed last fall, rye, crimson clover, vetch, winter oats, etc., most of which is doing well, and the farmers are awakening to the fact that they both for hay and for soil improvement.

## BOTETOURT IS THE HOME OF CANNORIES AND TOMATOES

Botetourt's money crop is tomatoes. With 200 canneries in the county the industry is one of no small importance.

The published matter from every tomato-growing state in the Union has been studied with the idea of finding helpful suggestions for our tomato growers. In many cases we are able to suggest better fertilizer formulas, and experience of successful growers is passed on to the others.

Most of our farmers do some dairying as a side line, and they are anxious, in most cases, to know if their cows are paying their way. A herd of seven cows was tested a day or so ago in which there were two cows of the same size, and in milk the same length of time, one gave twenty-eight pounds of milk per day while the other thirty-two pounds, the latter testing 5.5 per cent fat, while the former tested only 2.8 per cent. She is now for sale. We have sent several cows to the local dairy, with the Babcock test.

Over forty-five and one hundred cattle have been tested and one hundred and twenty-five have been introduced for use by the demonstration work this year. Very little pure beef seed has been used before.

## VARIOUS AND SUNDRY

## CLUBS DOWN TO THE BOYS

A rousing farmers club is now in full blast with a membership of nearly fifty of our best farmers. They are purchasing fertilizer, lime, cottonseed meal, etc., at greatly reduced rates.

Instructive meetings are held with such speakers as can be had. An all-day get-together meeting is planned for this summer with speakers from all over the State. Other clubs are being planned. The organization of the farmers is one of the greatest features of the demonstration work, and bringing good results.

Greensboro's big mills are being identi-



FIRST NATL. BANK SKYSCRAPER



AMERICAN NATIONAL BANK BUILDING

## VIEWS AND NEAR VIEWS: HINTS AND SUGGESTIONS

BY FRANK S. WOODSON,  
Industrial Editor.

This column is open to contributors who have something to say of a suggestive nature, and who are willing to make hints and suggestions relating to the agriculture and development of the great old States of Virginia, West Virginia, Western North Carolina, and the Carolinas, and who can hold their suggestions down to any and issue them to 150 to 200 words. Such contributions, addressed to the Industrial Editor, will receive prompt attention.

## BRIEF VIEW OF BUSINESS

Viewed from a Richmond banker's standpoint, as he expressed himself to me, business is "marrying time." There are several things that are being waited upon, but mainly the inauguration of the reserve regional reserve banks, and possibly for Congress to adjourn. For a while yet we have depended upon New York and sixteen only, when New York takes a staff. The new law with the reserve banks and other things it provides for will remedy this, but the reserve banks and the other things must get in operation before we can feel the effects of the remedy. It will be midsummer before the regional reserve banks are set to work and in the meantime, the financial institutions of the country are marking time, and all other business must in a measure do likewise. Nevertheless, little old solid old Richmond is doing business right along.

The jobbers, while not growing over by trade for the last week say that a comparison of their books of a year ago with those of the past week show some improvement. Several of them tell of enlarged trade territory, regions in which they never sold goods before that are now looking to Richmond for their needs. Others tell of somewhat larger orders from old customers, compared with their orders at this same season of last year. There is certainly no falling off in the whole trade.

The manufacturers are holding up well. In some lines there is noticeable little of the "marking time," the customers seeming to have a disposition to await the results of getting the regional banks in operation. The iron and steel industry will accommodate more business than it can give, but there are exceptions to this rule. For instance, the stove and range-makers are hard at work with large, and in some instances, increased forces, and iron concern, the Tredegar Company, has missed the dull season entirely because of government orders that came as results of the rumors of war. The woodworking people, espe-

## WILLIAMSBURG AWAKE: KNITTING MILLS REOPEN

Strong Company Buys Long Idle Factory—To Employ Several Hundred Workers.

## WILL FURNISH ELECTRIC LIGHTS

Smaller Industries May Follow in Wake of the Big Mills—Building Homes for Operatives.

## WILLIAMSBURG AWAKE: KNITTING MILLS REOPEN

With Williamsburg, Va., May 16.—The ancient city has reached the conclusion that it has been a back number long enough. The knitting mills that have been idle for more than two years, are soon to be put in active use and employed in various ways and employment will be made for 200 people.

The idea to which all of this will come about was consummated a few days ago when the knitting mills passed to new hands.

The property, which was owned by the Presbyterian Church, was sold to the First Presbyterian Church, which is only about one-fourth the value of the property.

It is expected that John McElroy, who has been engaged by the new concern here, will be the manager of the manufacturing end of the business.

He will be assisted by George Dunning, of Antlerside, president; H. H. Bunting, of Buntington, Va., vice-president, and R. M. Bryant of Franklin, Va., secretary and treasurer.

Mr. Dunning and Mr. Bryant made a large payment, taking up the option given by the church, which was \$10,000.

The purchase price was \$10,000,

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